Fig 1. (INTRO) Shared Information view is the same for both parties.
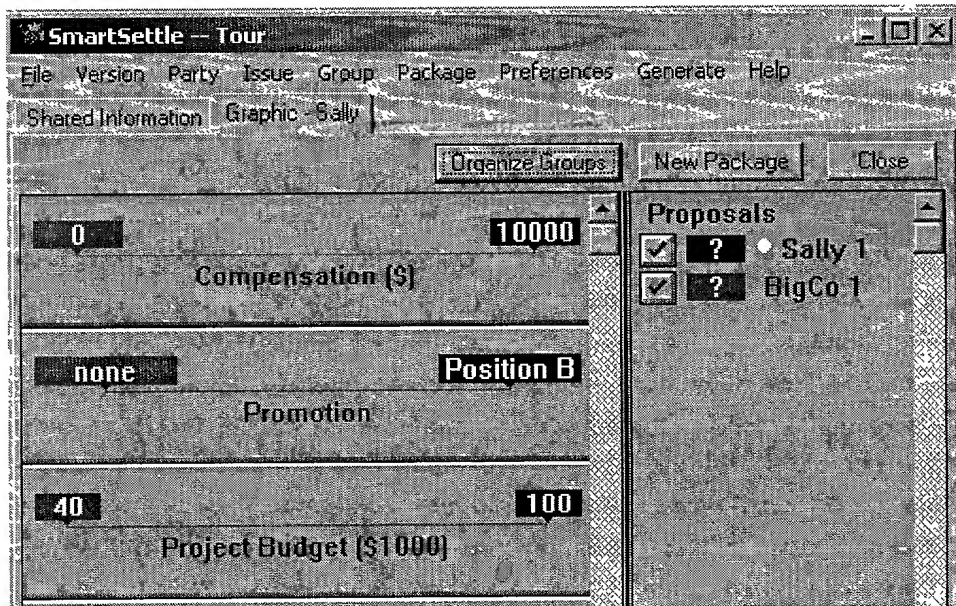

Fig 2. (SS1) Flexibility is implied with optimistic proposals from each party.
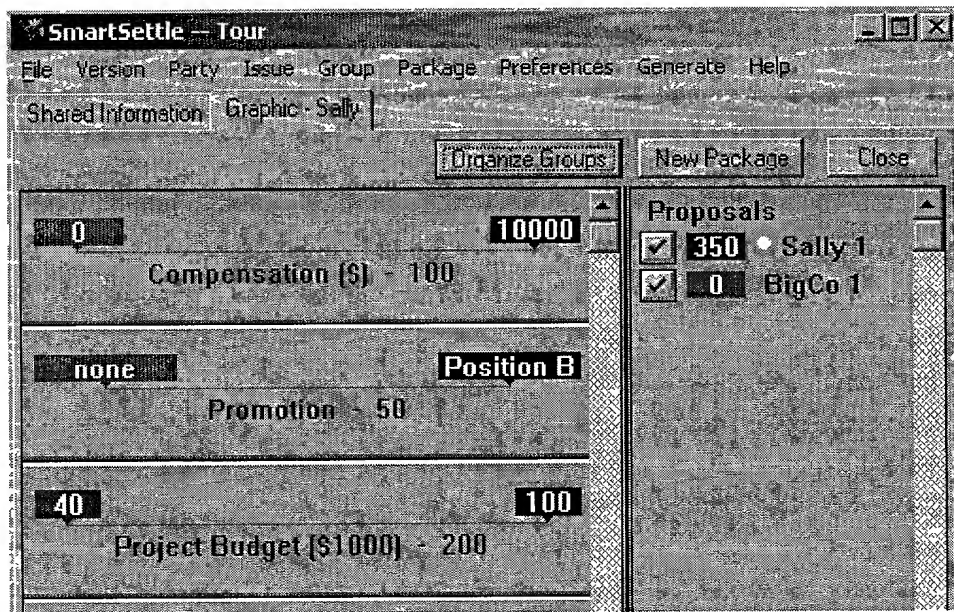
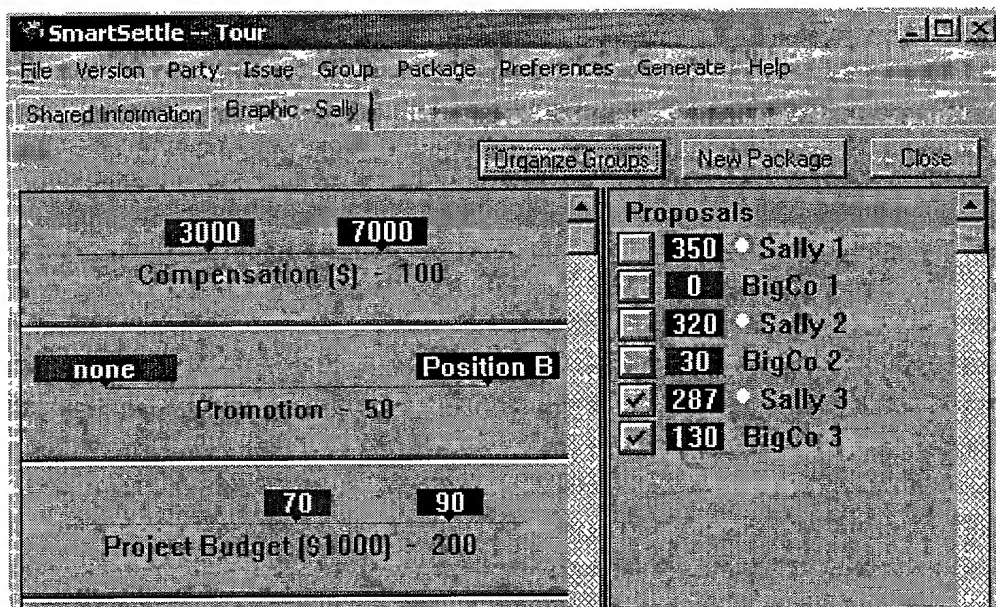**Fig 3. (SS2) Relative importance for each issue creates package ratings.**

Fig 4. (SIA1) Concessions bring parties closer together.
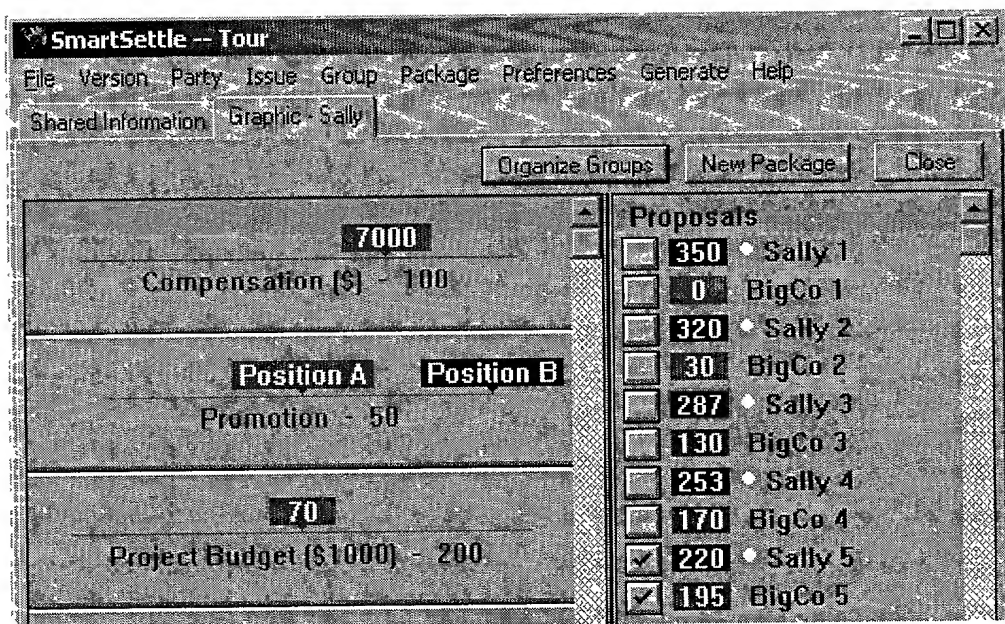
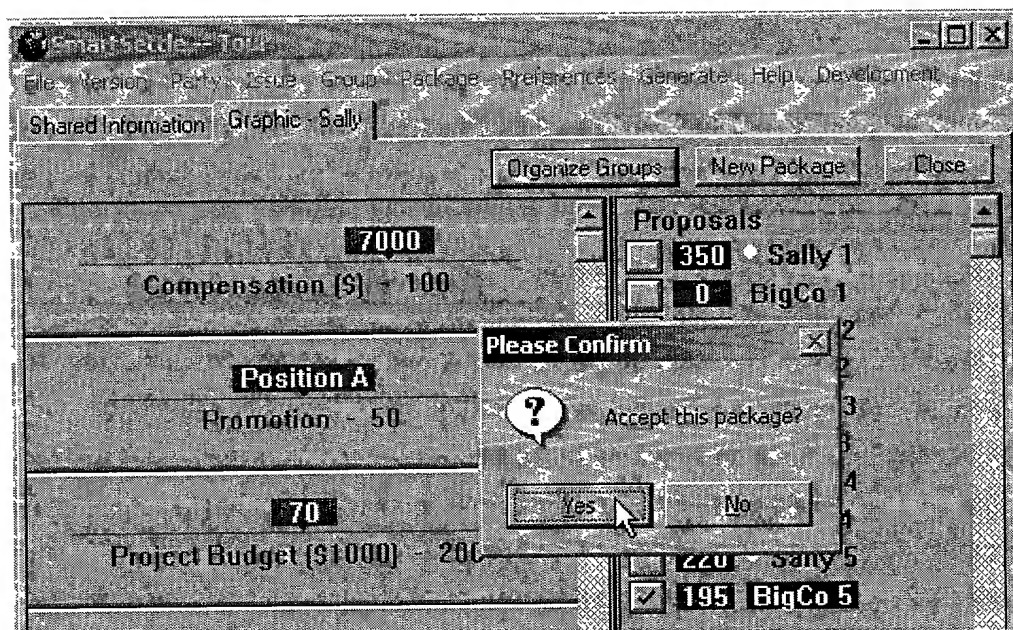**Fig 5. (SIA2) Parties reach impasse on Promotion issue.**

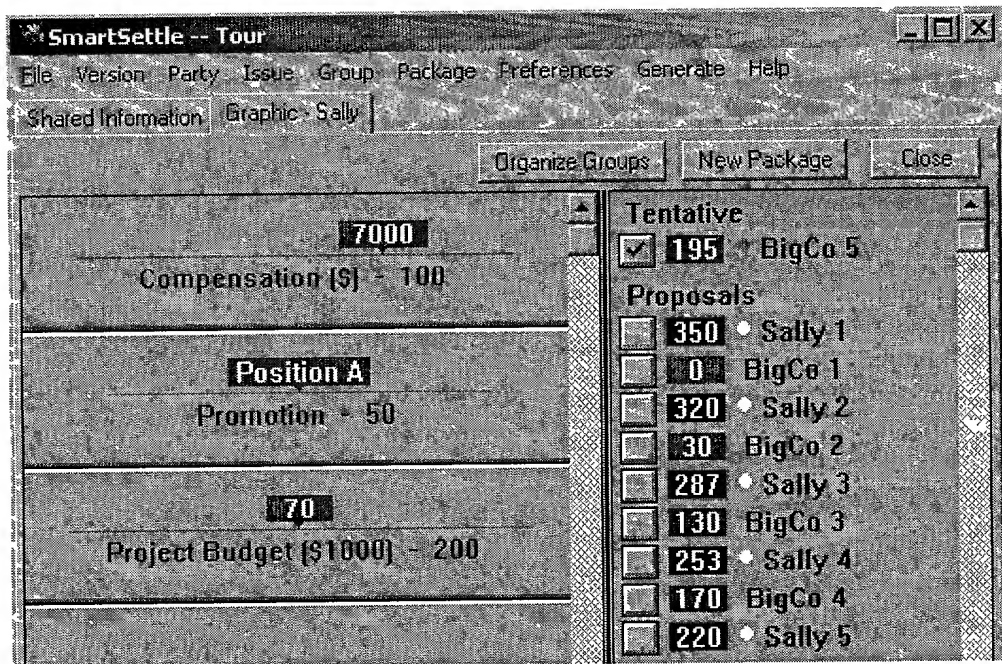**Fig 6. (SIA3) Sally accepts BigCo's last Proposal.**

Fig 7. (SIA4) Tentative Agreement is reached when Sally accepts BigCo Proposal.
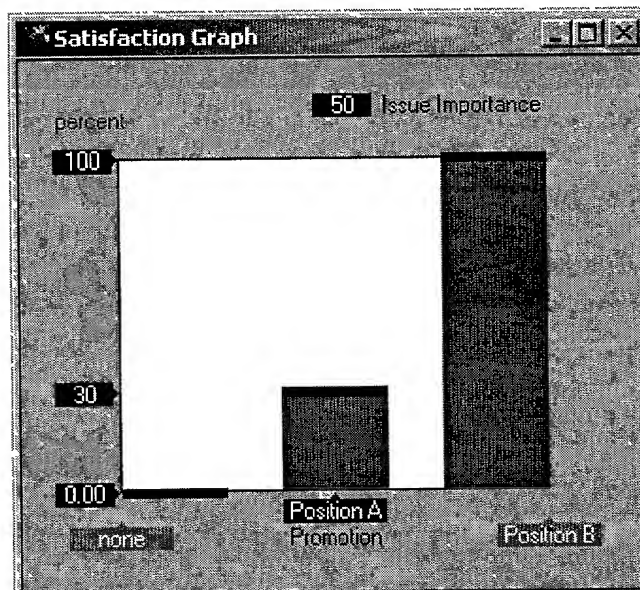

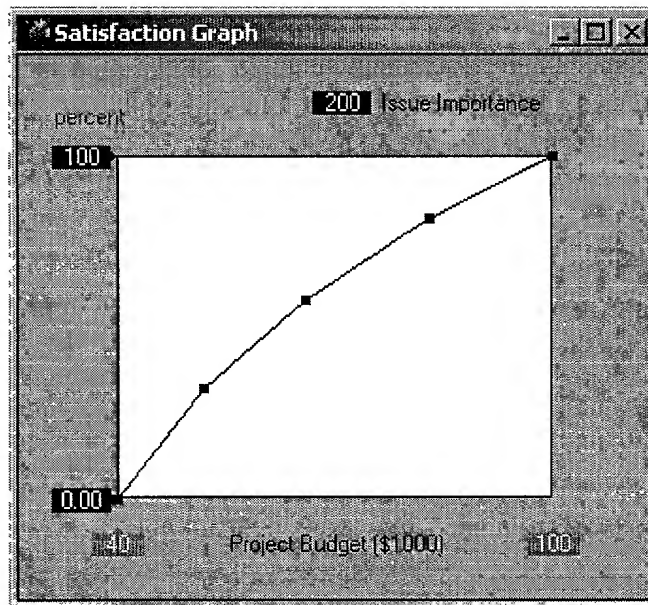**Fig 8. (SIB1) Sally defines satisfaction graph for three Promotion options.**

Fig 9. (SIB2) Sally defines satisfaction graph for Project Budget issue.

Fig 10. (SIB3) Compensation/Promotion tradeoffs are defined with Even Swap 1.
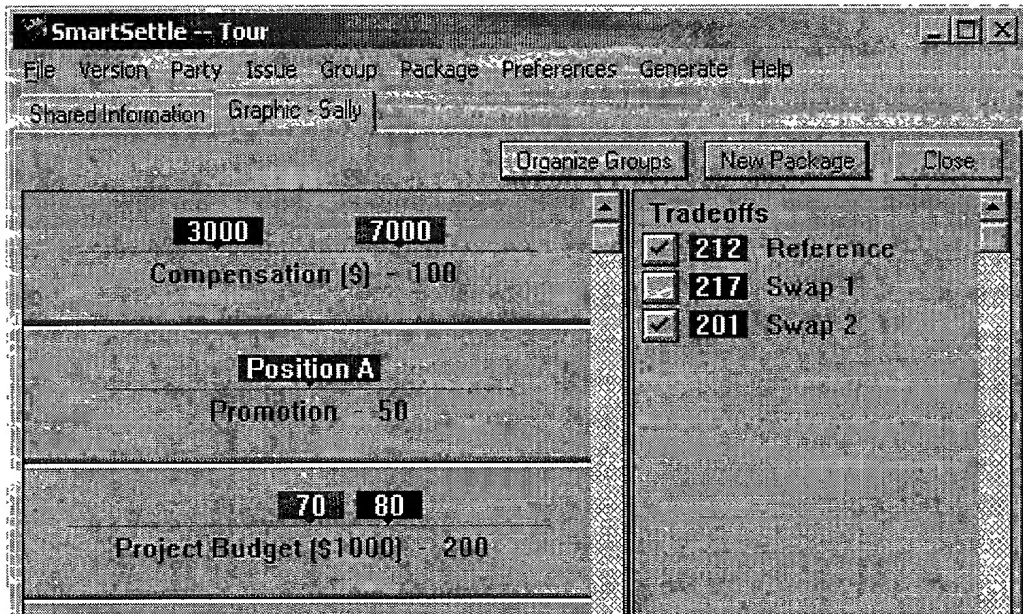
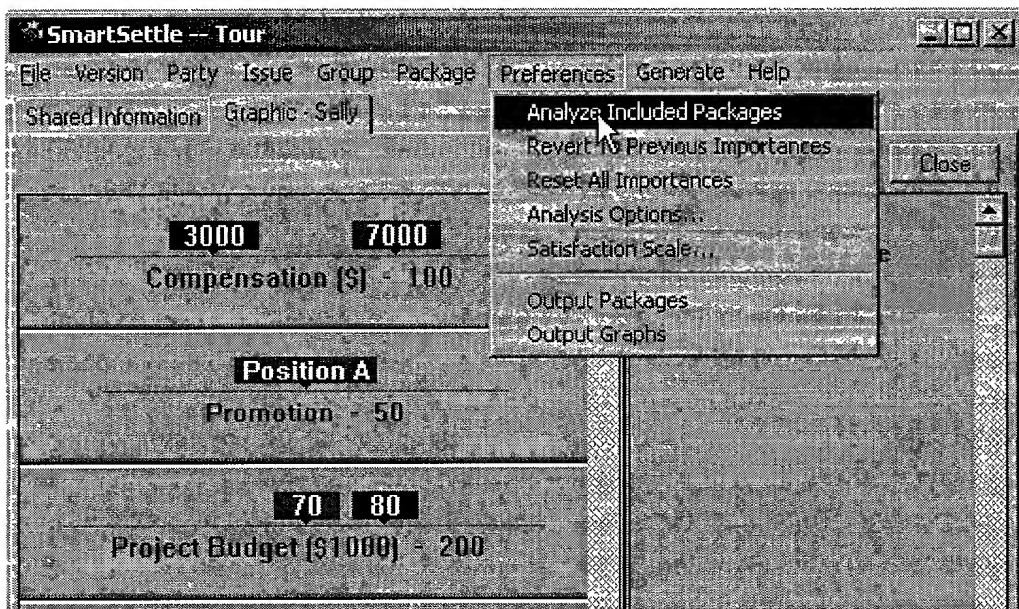**Fig 11. (SIB4) Compensation/Budget tradeoffs are defined with Even Swap 2.**

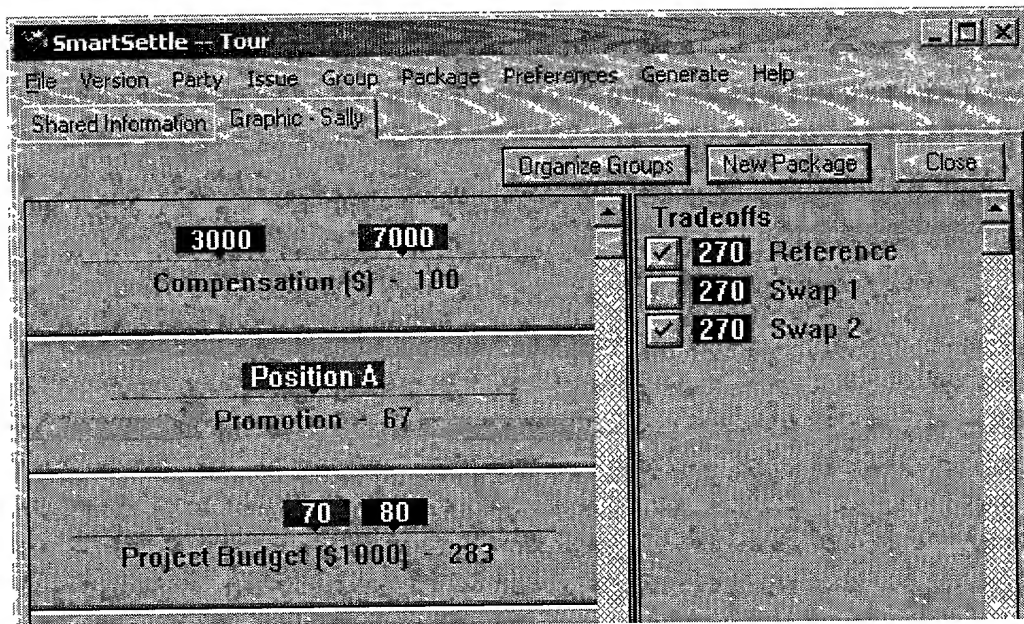**Fig 12. (SIB5) Sally analyses included packages.**

Fig 13. (SIB6) Preference analysis adjusts relative importance to produce equivalent ratings.
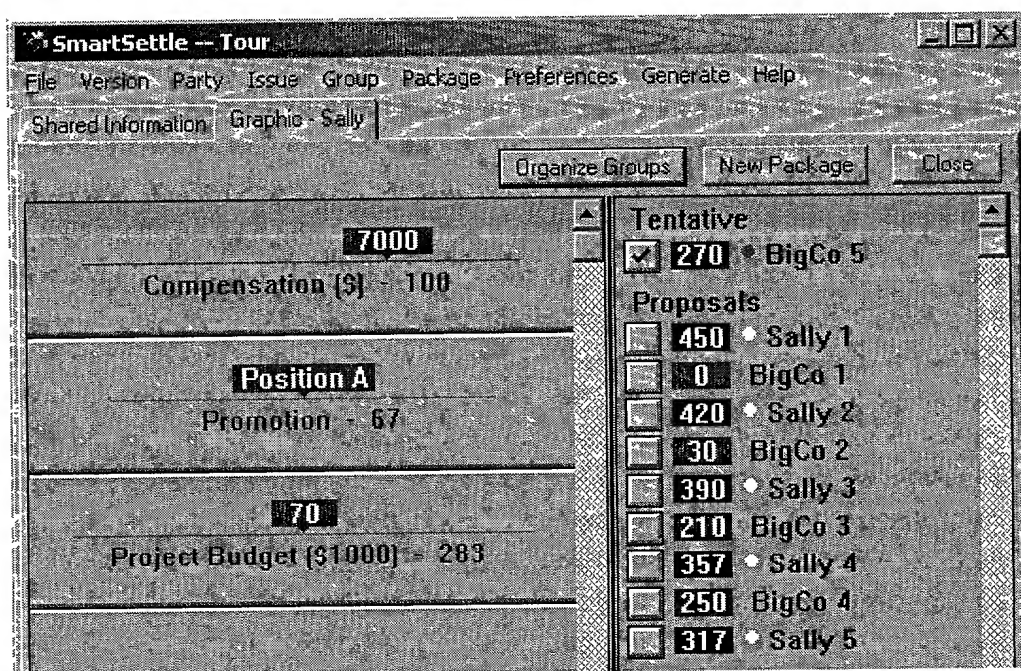

Fig 14. (SIB7) Tentative agreement rating is revised after preference analysis.
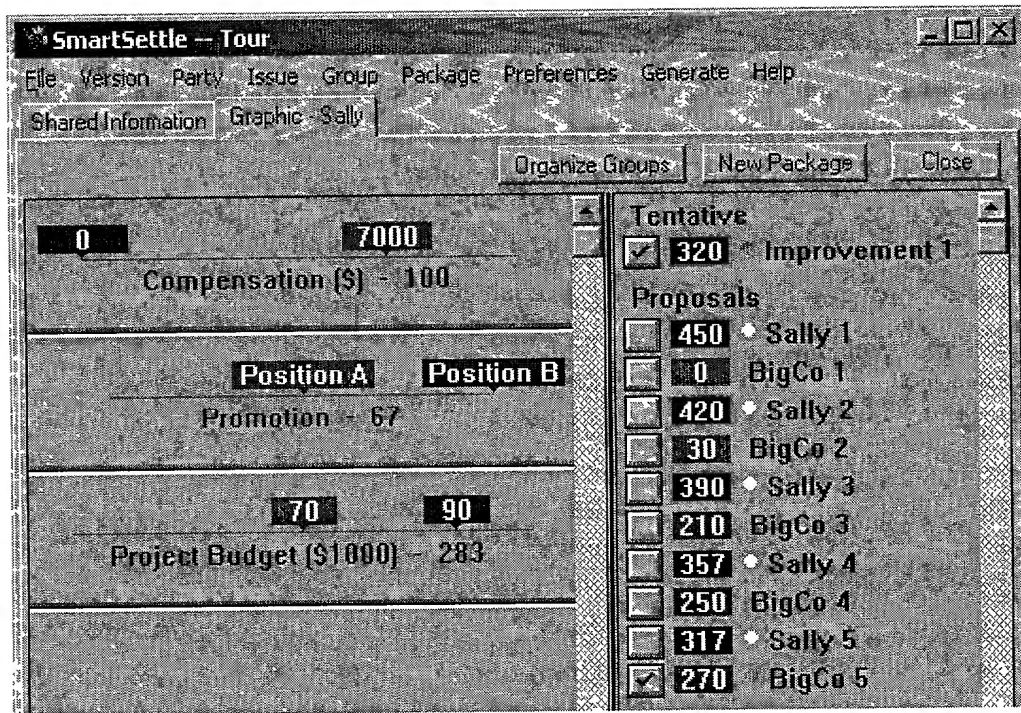
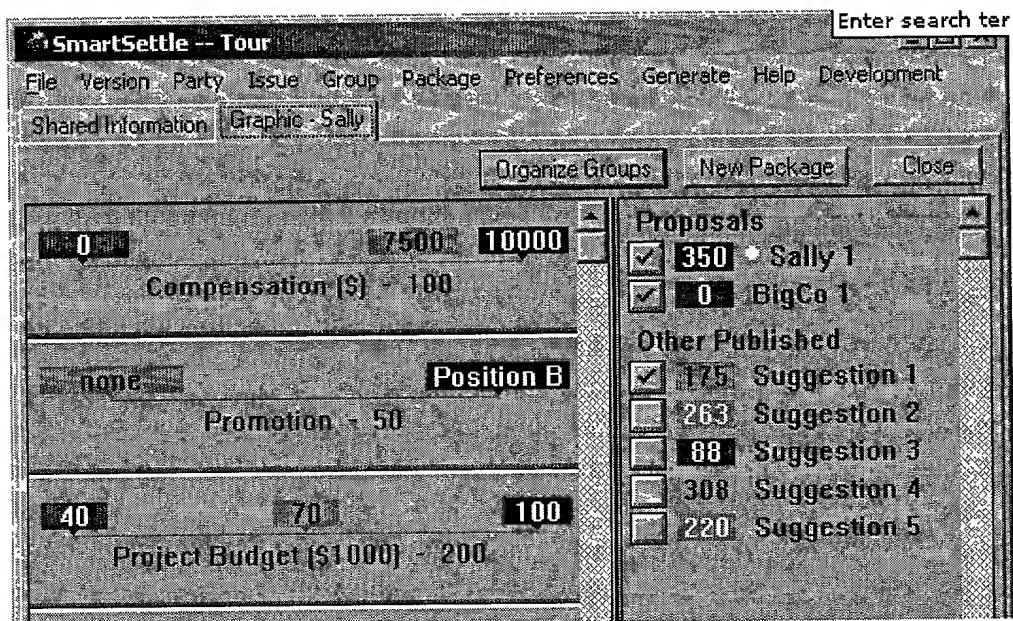**Fig 15. (SIB8) Generated Improvement (at 320) is better than previous Tentative (at 270).**

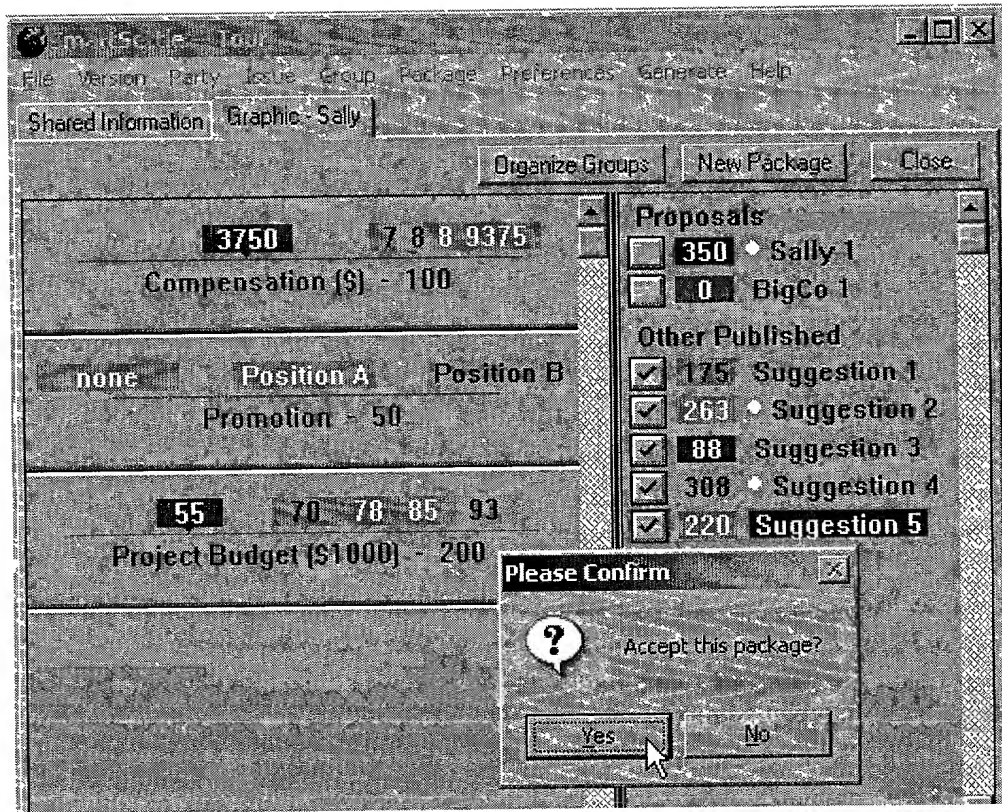**Fig 16 (SM1) First of Five Suggestions is midway between proposals.**

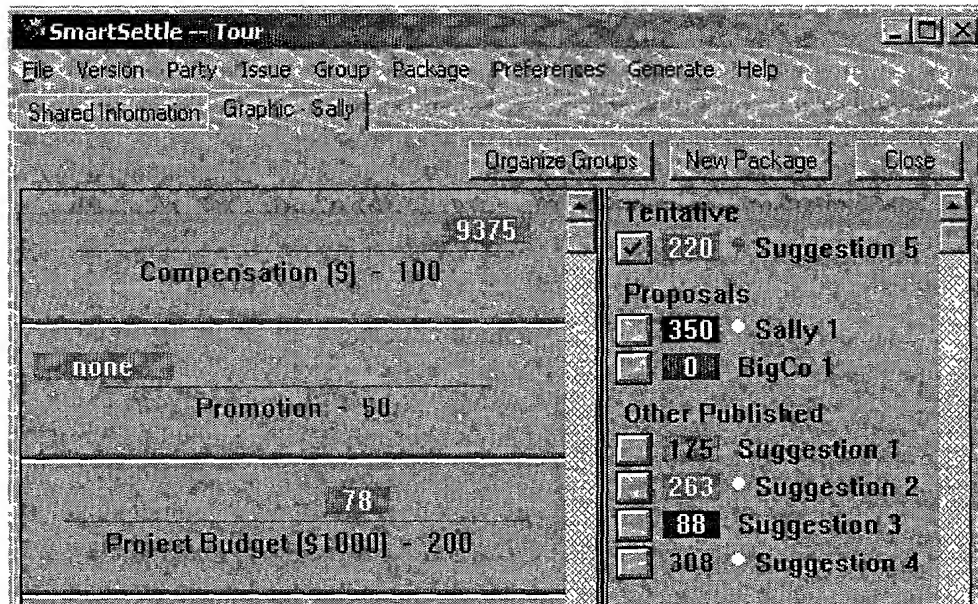**Fig 17. (SM2) Sally accepts SmartSettle Suggestion 5.**

Fig 18. (SII1) Tentative Agreement is reached when Sally and BigCo both accept Suggestion 5.
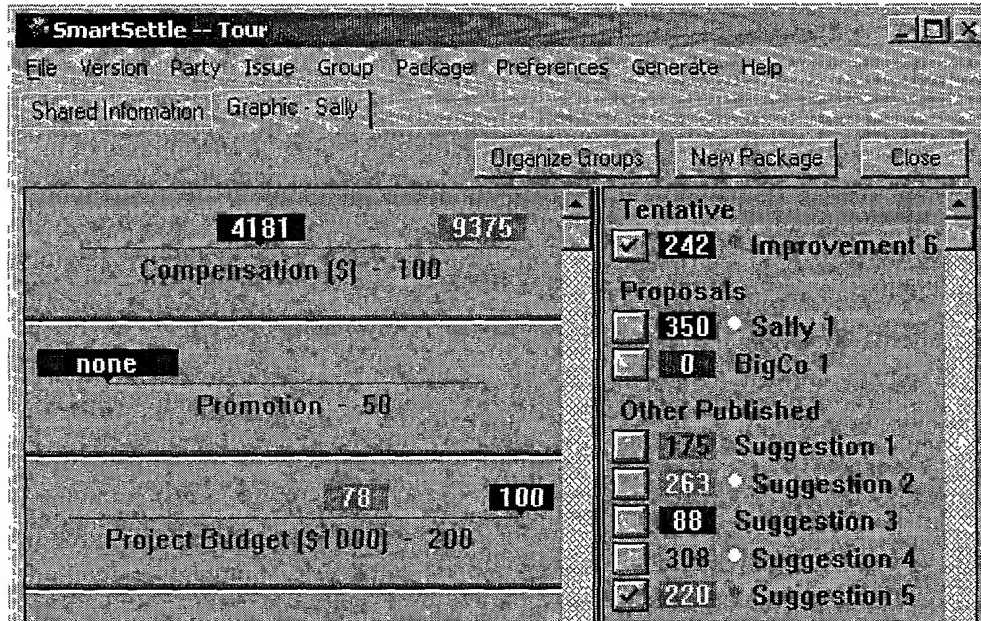

Fig 19. (SII2) Improvement 6 (at 242) is better for Sally than Suggestion 5 (at 220) (before preference analysis).
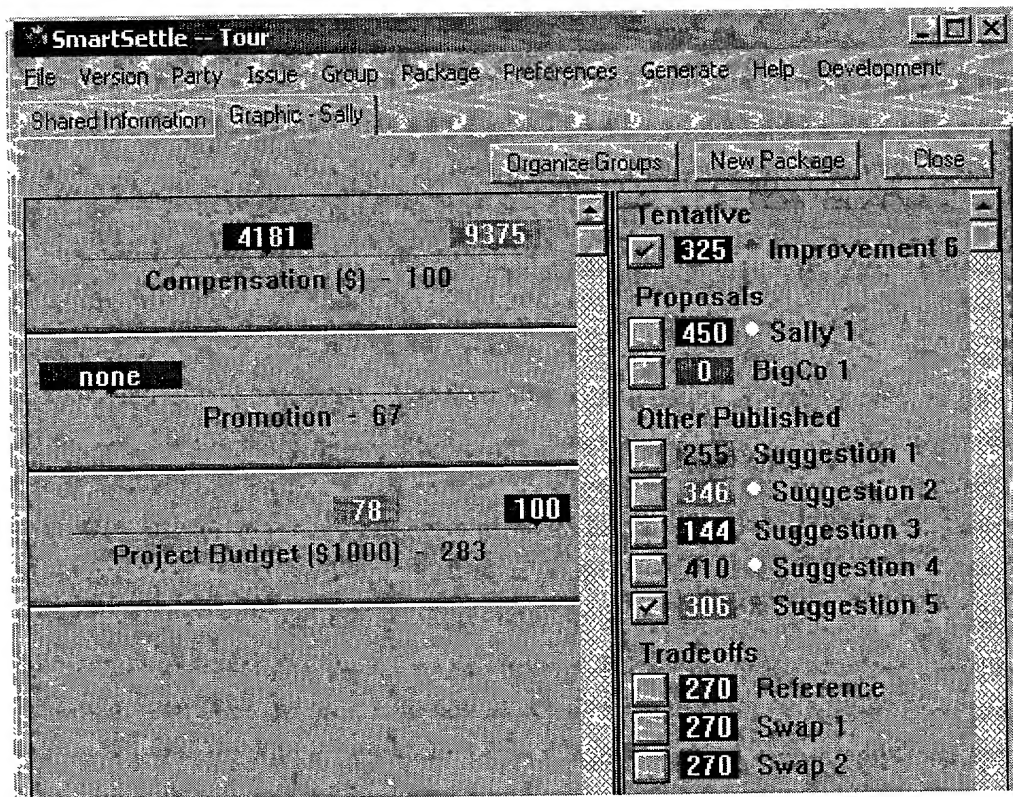
Fig 20. (SII3) Improvement 6 (at 325) is still better for Sally than Suggestion 5 (at 306) (after preference analysis).
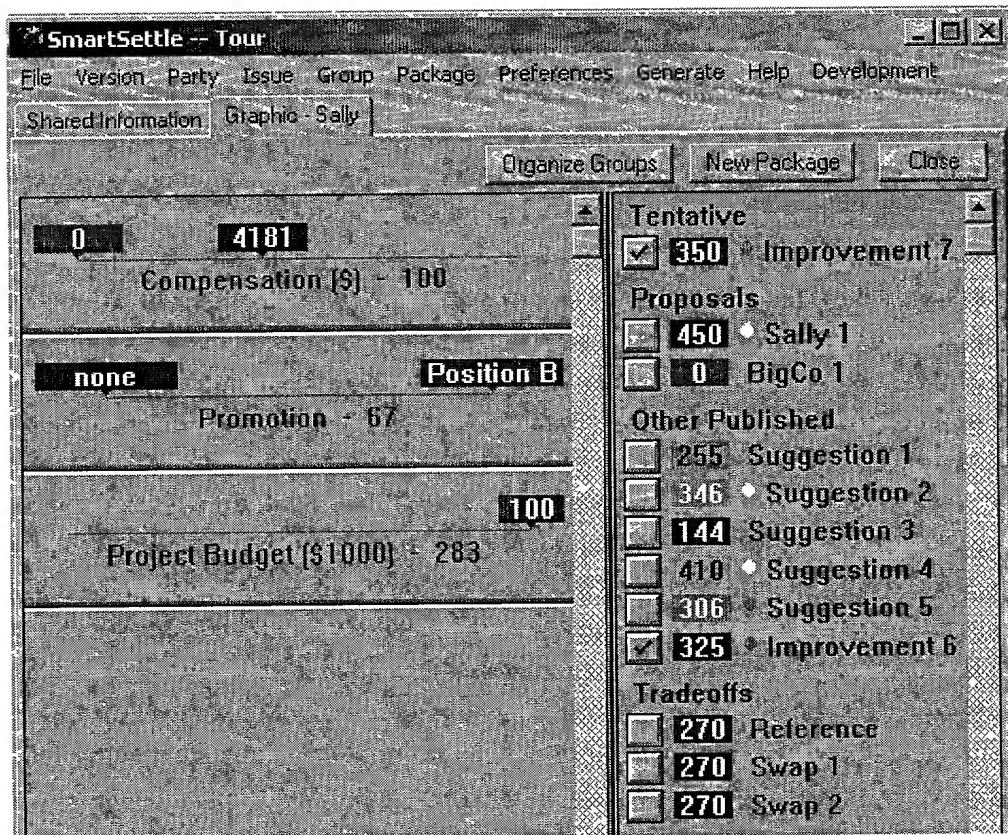
Fig 21. (SII4) Improvement 7 (at 350) is better for Sally than Improvement 6 (at 325).
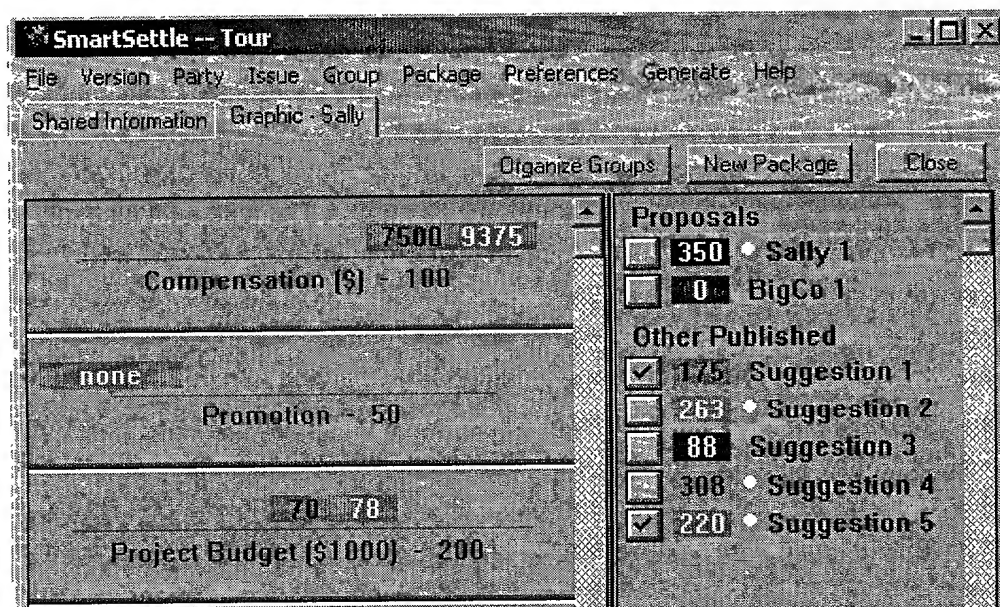

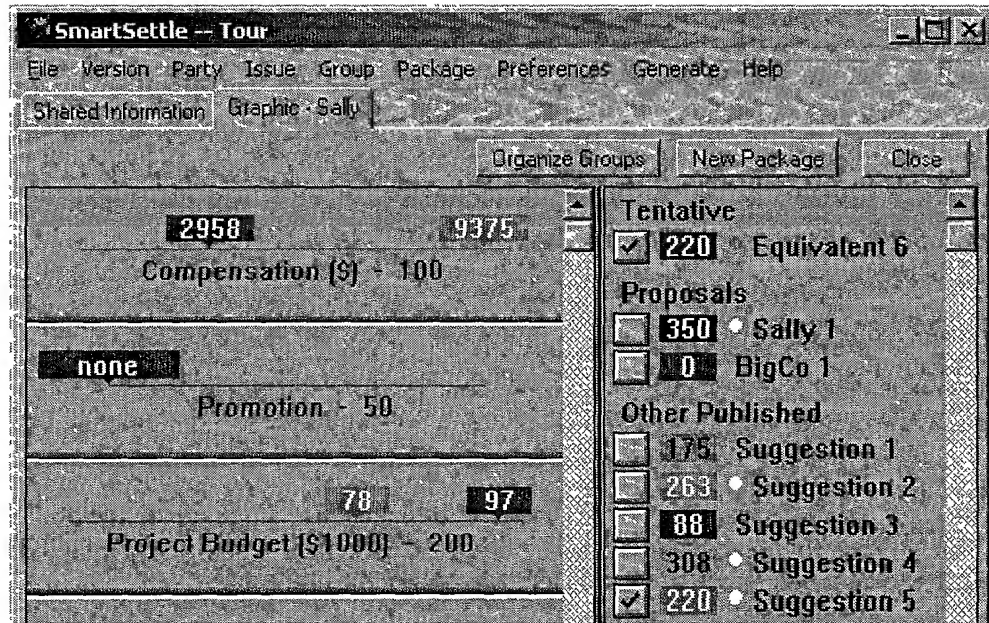**Fig 22. (SIII1) Parties do not know that they are at this impasse.**

Fig 23 (SIII2) Generated Equivalent 6 satisfies both parties (at 220 for Sally).
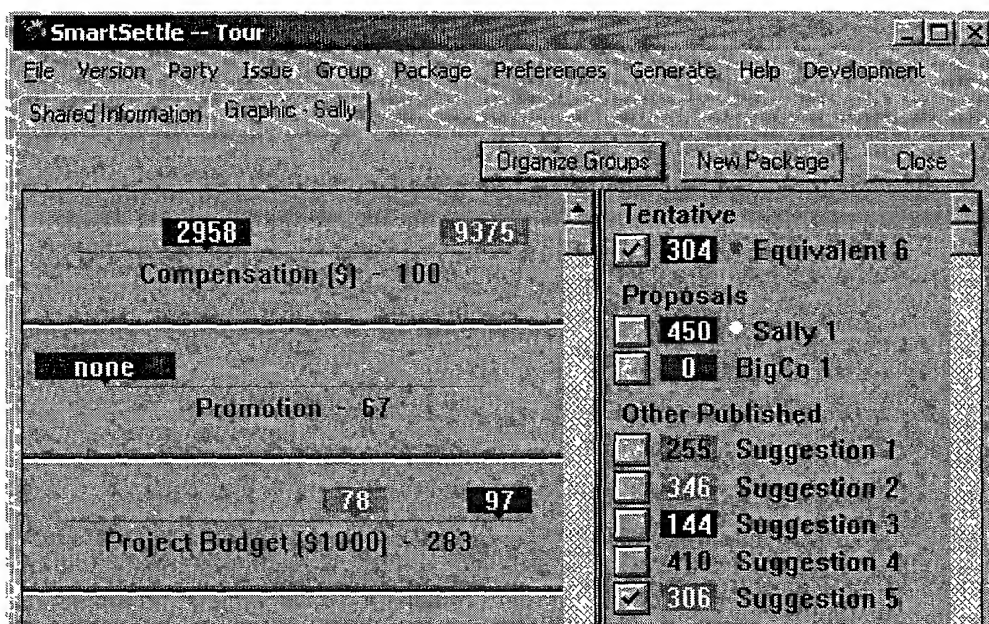

Fig 24 (SIII3) After preference analysis, Equivalent 6 actually appears slightly worse than Suggestion 5.
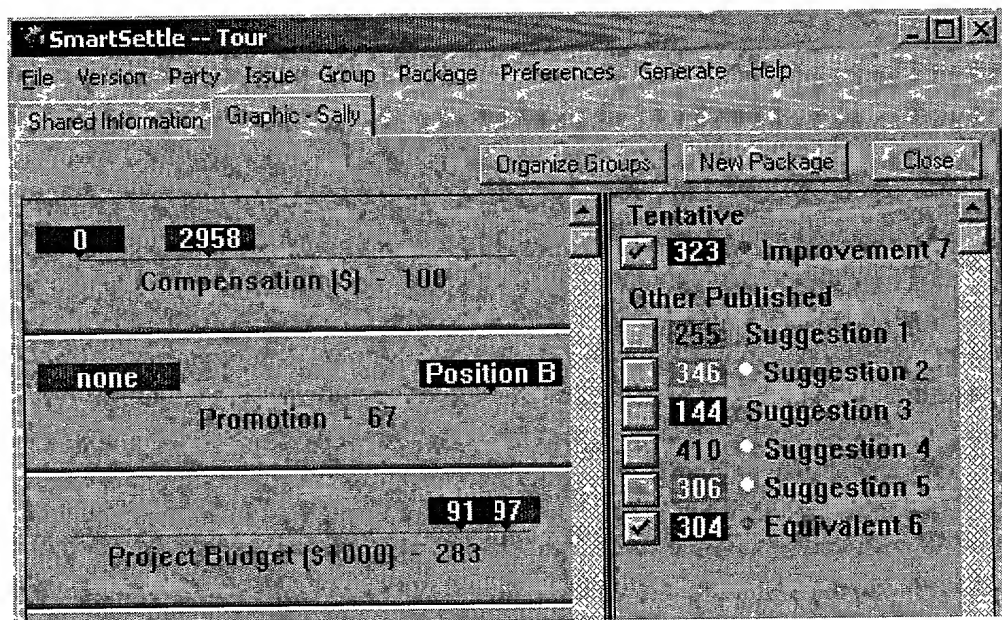
Fig 25. (SIII4) Improvement 7 (at 323 for Sally) is better than Equivalent 6 (at 304).
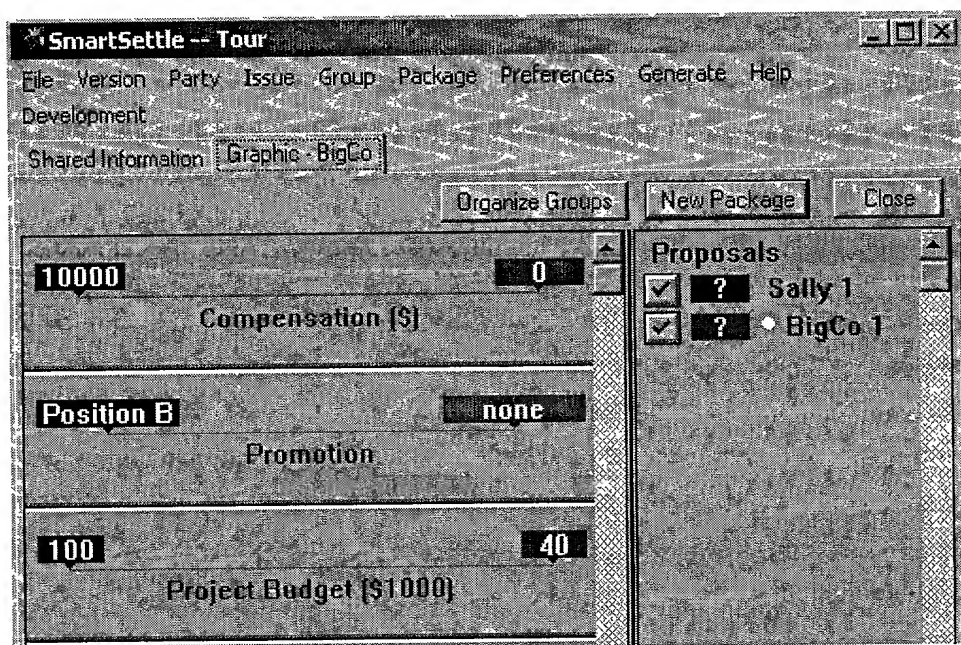

Fig 26. (BS1). Flexibility is implied with optimistic proposals from each party.
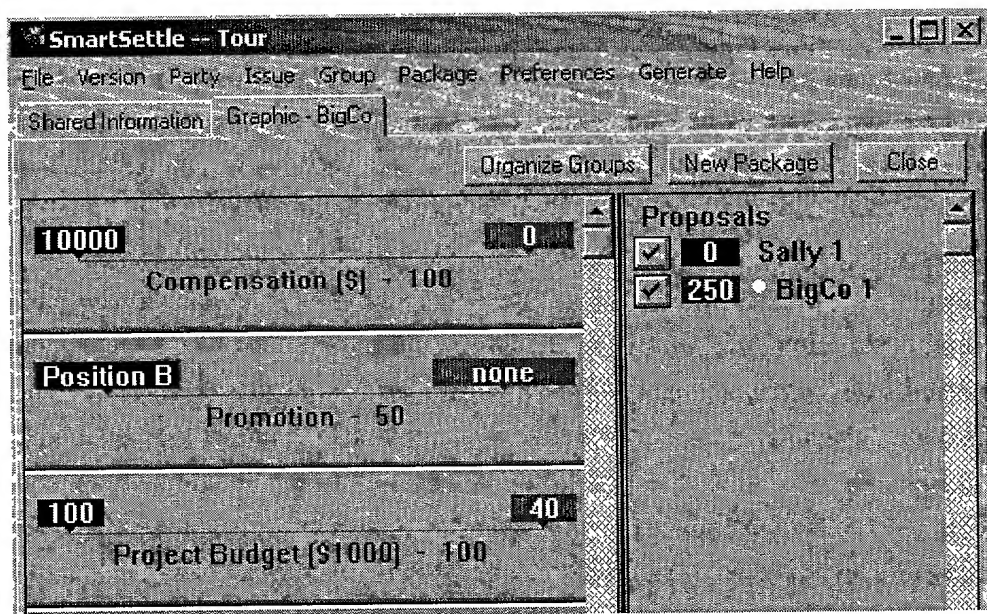
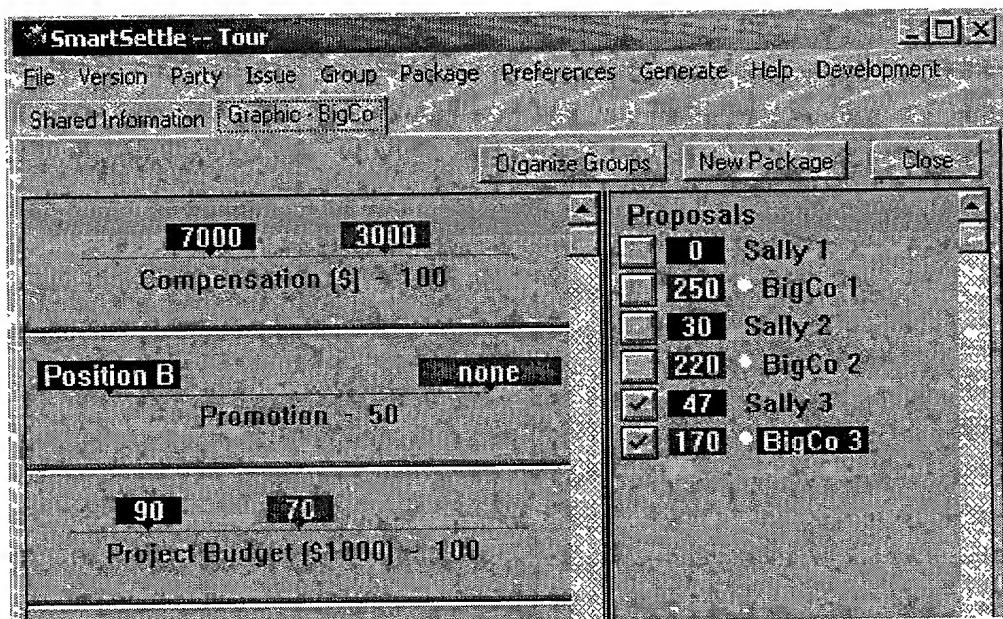**Fig 27. (BS2) Relative importance for each issue creates package ratings.**

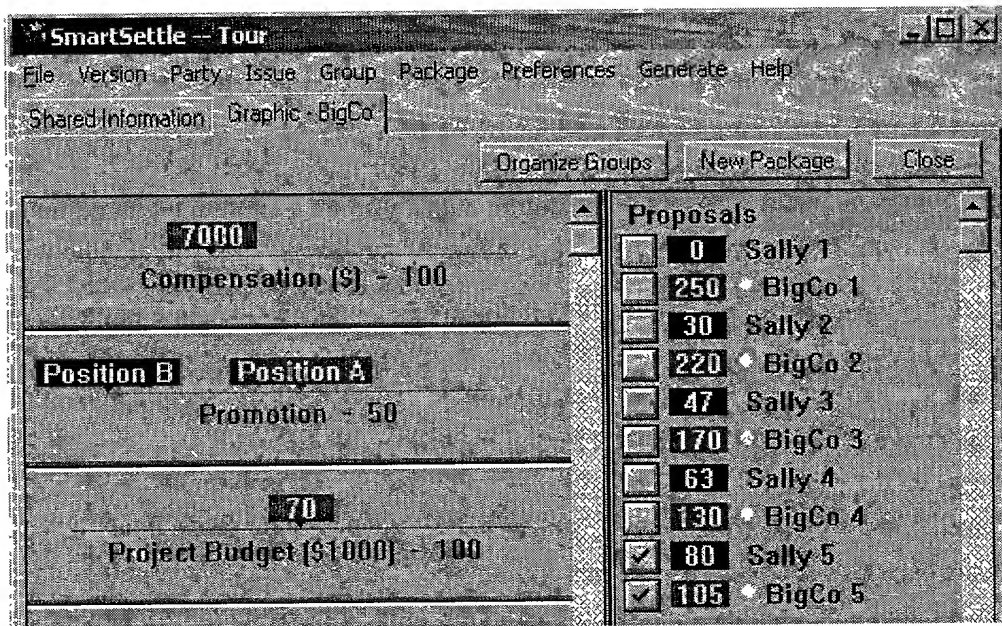**Fig 28. (BIA1) Concessions bring parties closer together.**

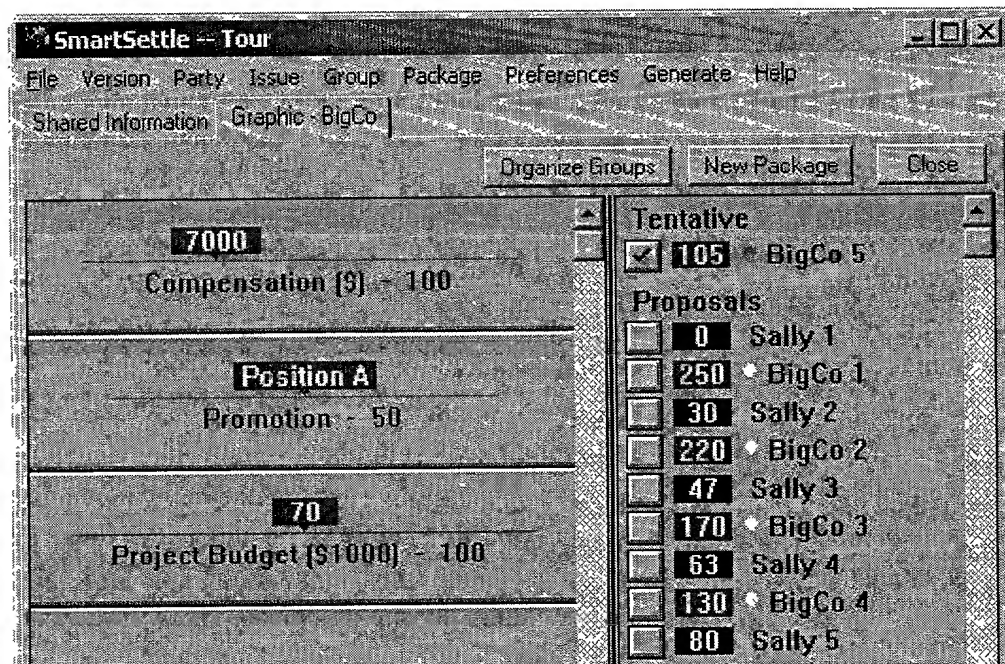**Fig 29 (BIA2) Parties reach impasse on Promotion issue.**

Fig 20 (BIA3) Tentative Agreement is reached when Sally accepts BigCo Proposal.
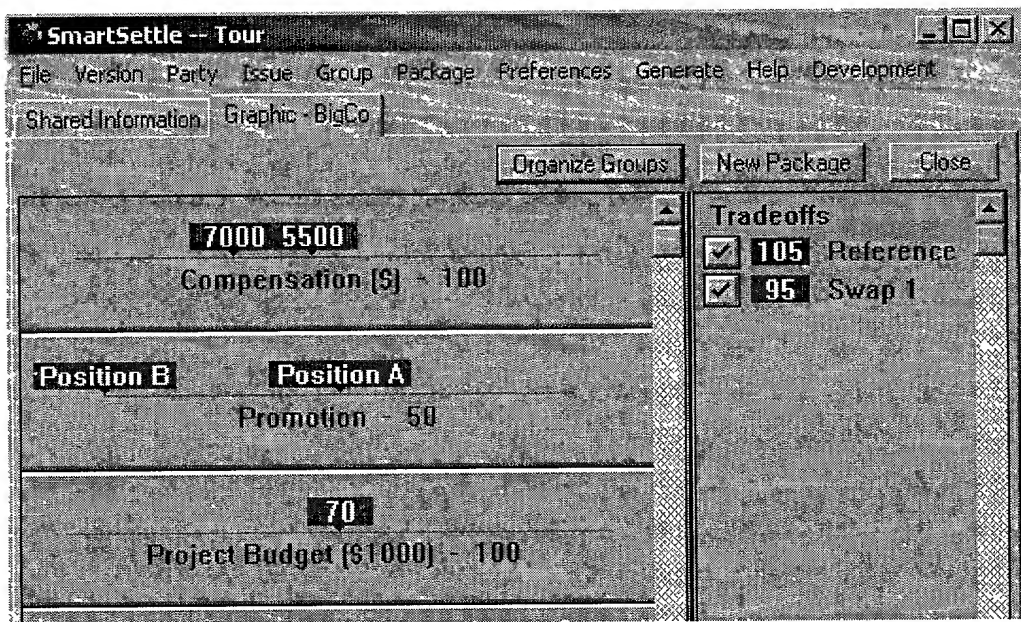
Fig 31. (BIB1) Compensation/Promotion tradeoffs are defined with Even Swap 1.
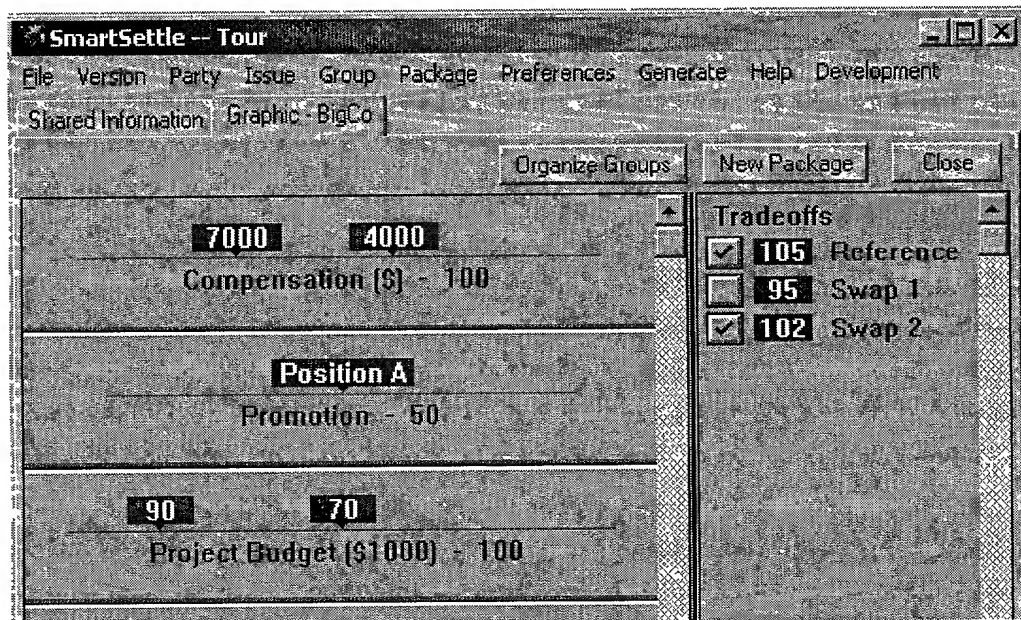

Fig 32 (BIB2) Compensation/Budget tradeoffs are defined with Even Swap 2.
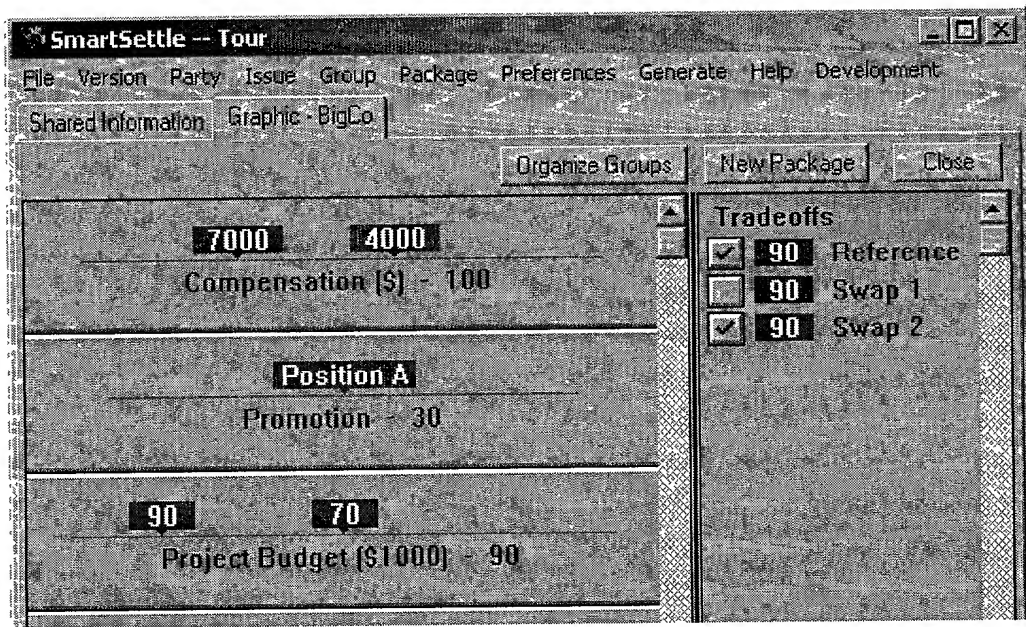
Fig 33 (BIB3) Preference analysis adjusts relative importance to produce equivalent ratings.
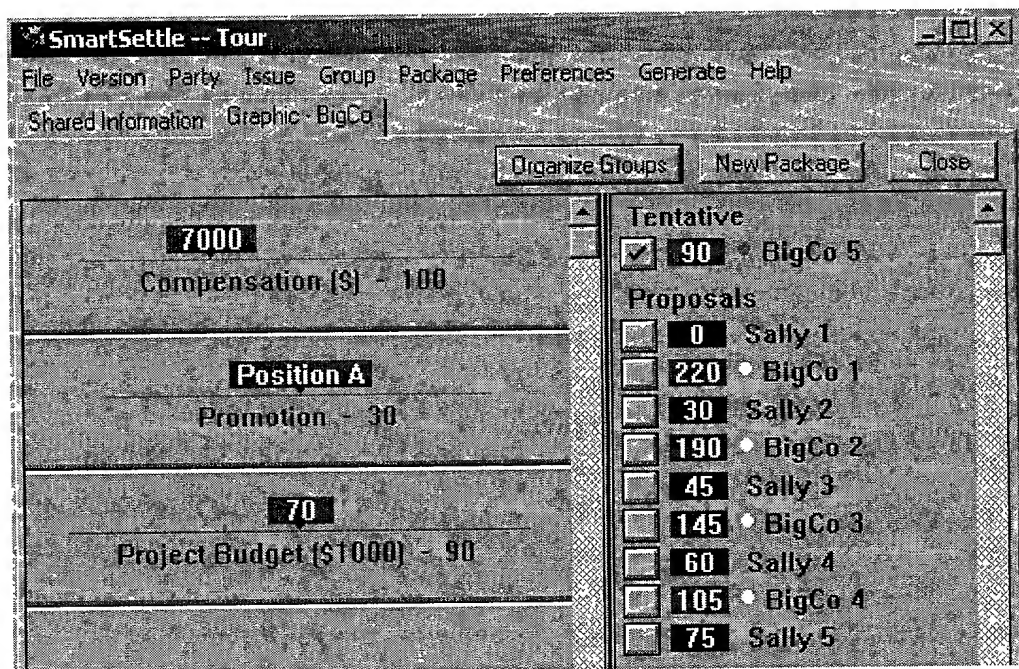

Fig 34 (BIB4) Tentative agreement rating is revised after preference analysis.
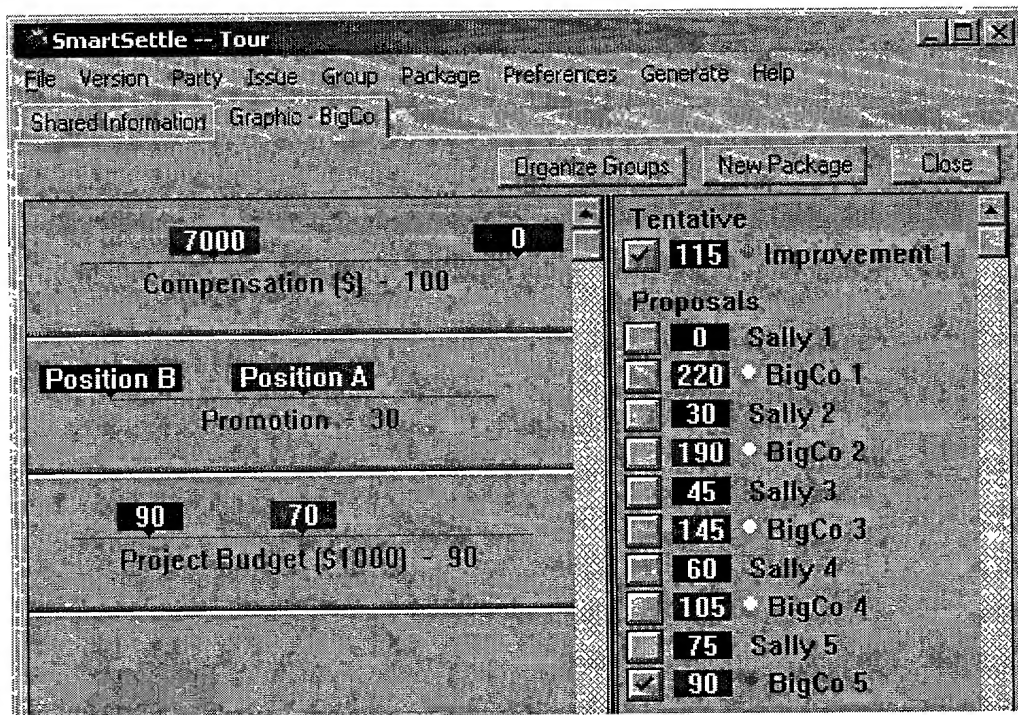
Fig 35 (BIB5) Generated Improvement (at 115) is better than previous Tentative (at 90).
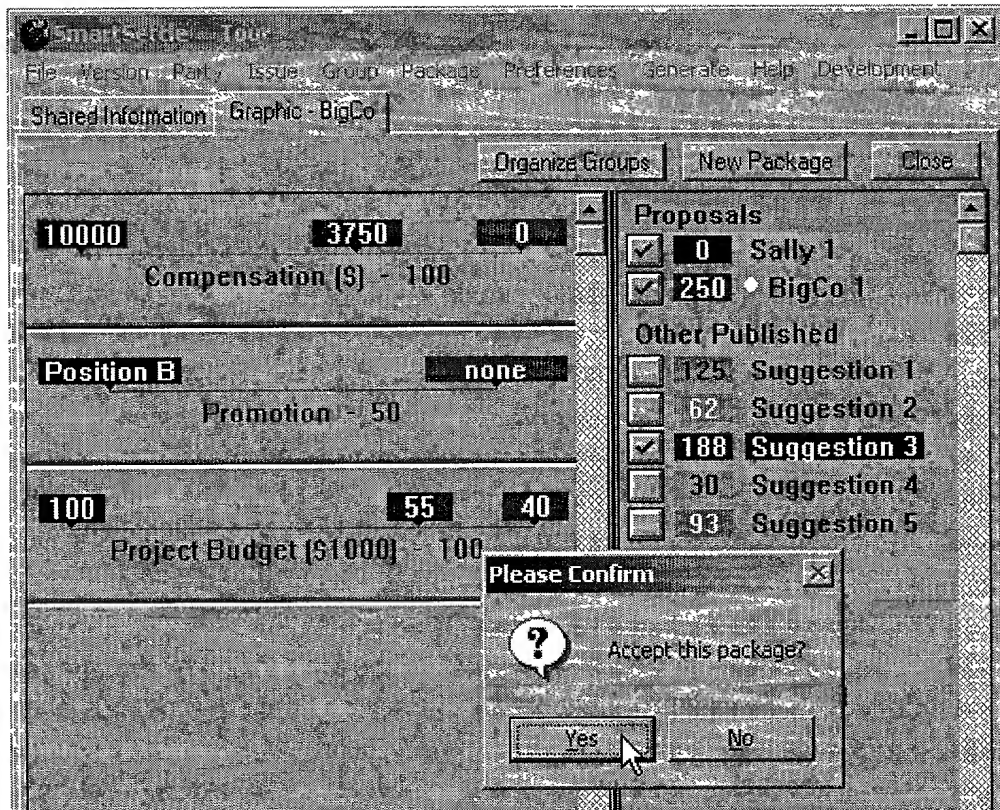
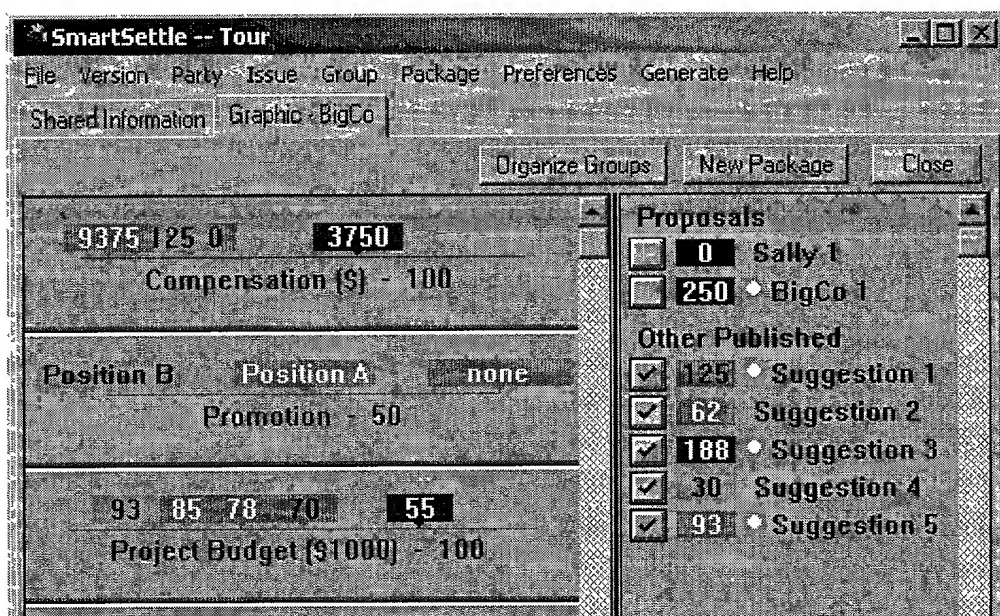**Fig 36 (BM1) BigCo accepts SmartSettle Suggestion 3.**

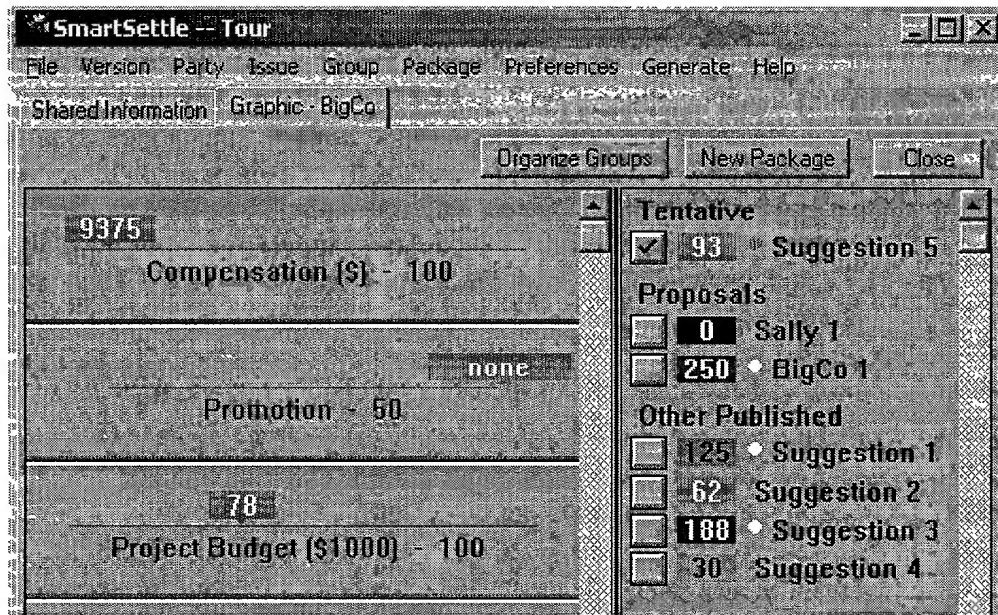**Fig 37. (BM2) BigCo has accepted Suggestions 1, 3 & 5 (white dots).**

Fig 38 (BII1) Tentative Agreement is reached when Sally also accepts Suggestion 5.
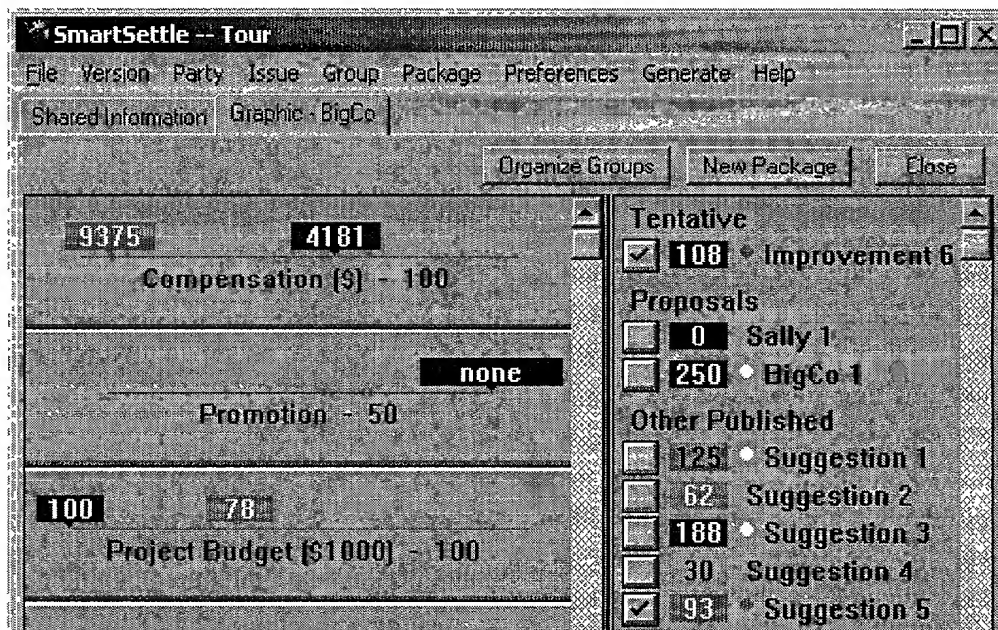

Fig 39. (BII2) Improvement 6 (at 108) is better for BigCo than Suggestion 5 (at 93) (before preference analysis).
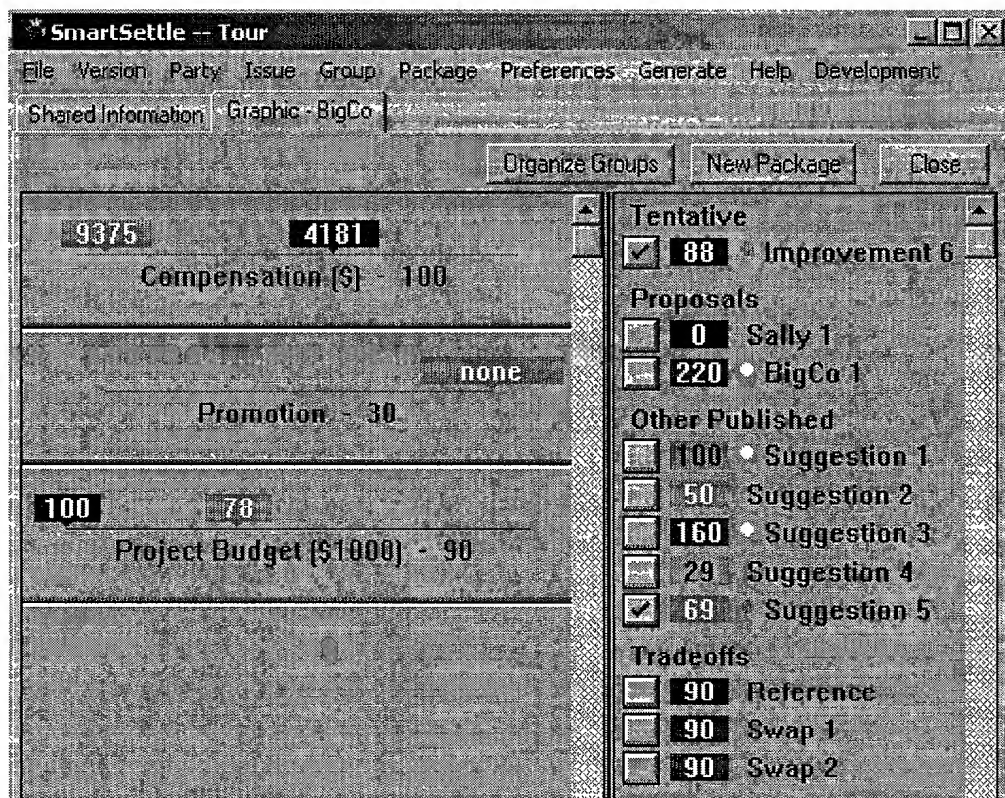
Fig 40. (BII3) Improvement 6 (at 88) is still better for BigCo than Suggestion 5 (at 69) (after preference analysis).
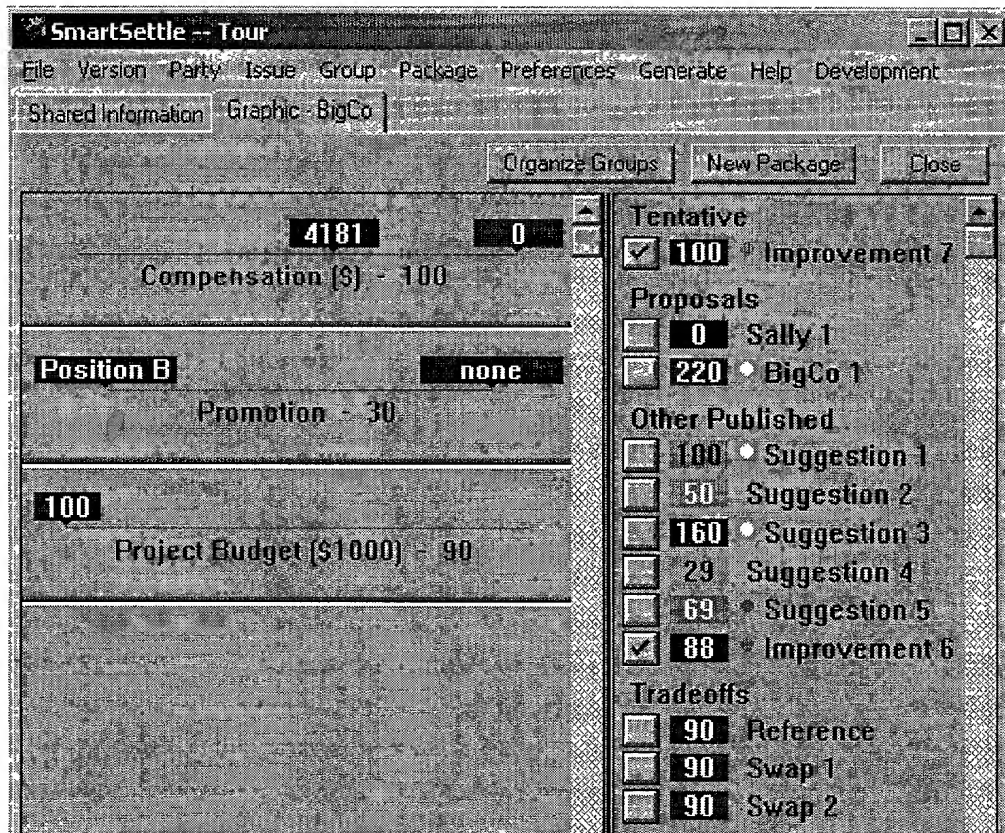
Fig 41 (BII4) Improvement 7 (at 100) is better for BigCo than Improvement 6 (at 88).
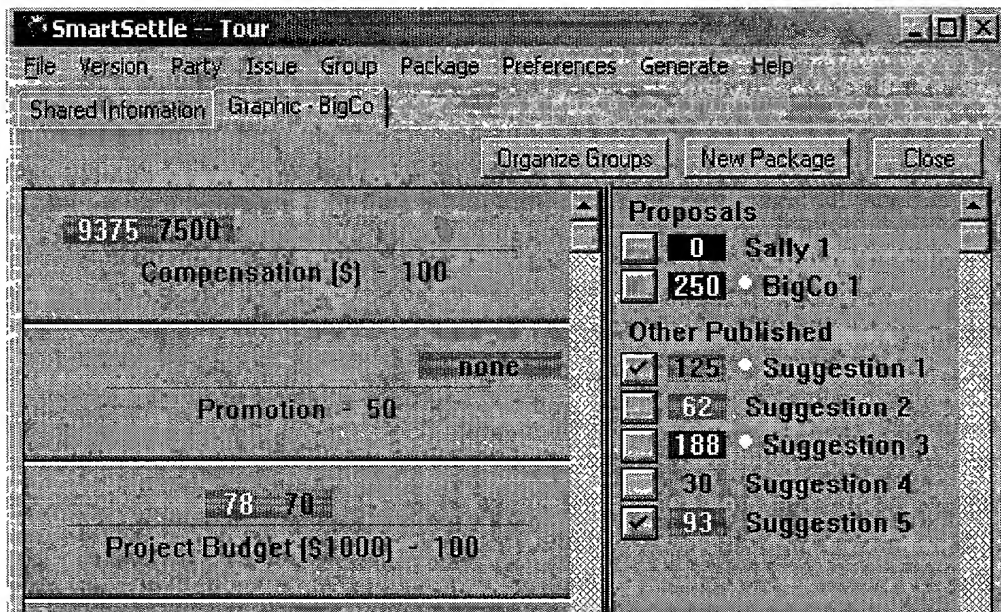
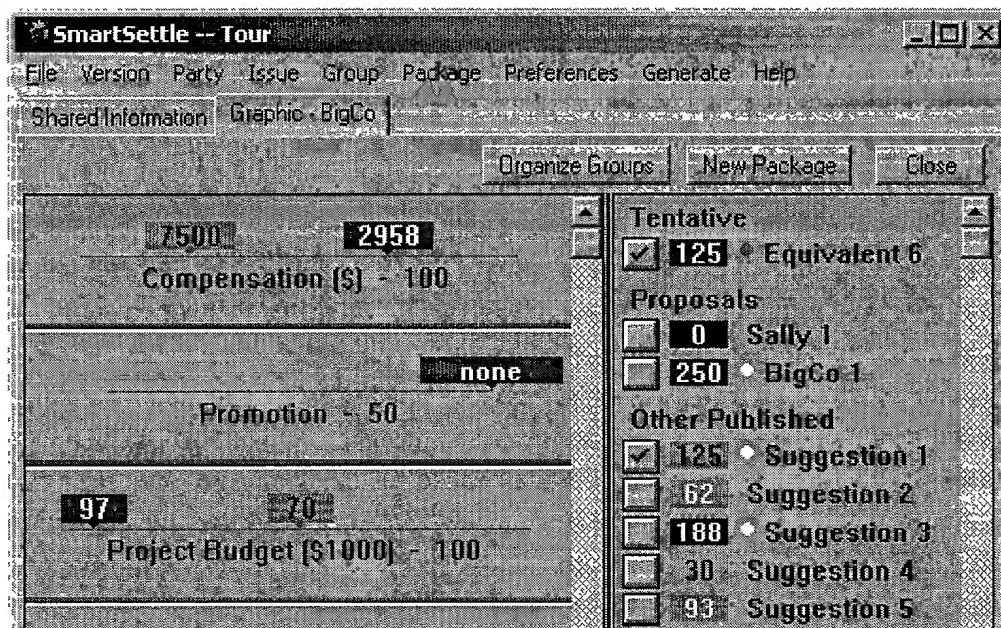**Fig 42. (BIII1) Parties do not know that they are at this impasse.**

Fig 43. (BIII2) Generated Equivalent 6 satisfies both parties (at 125 for BigCo).
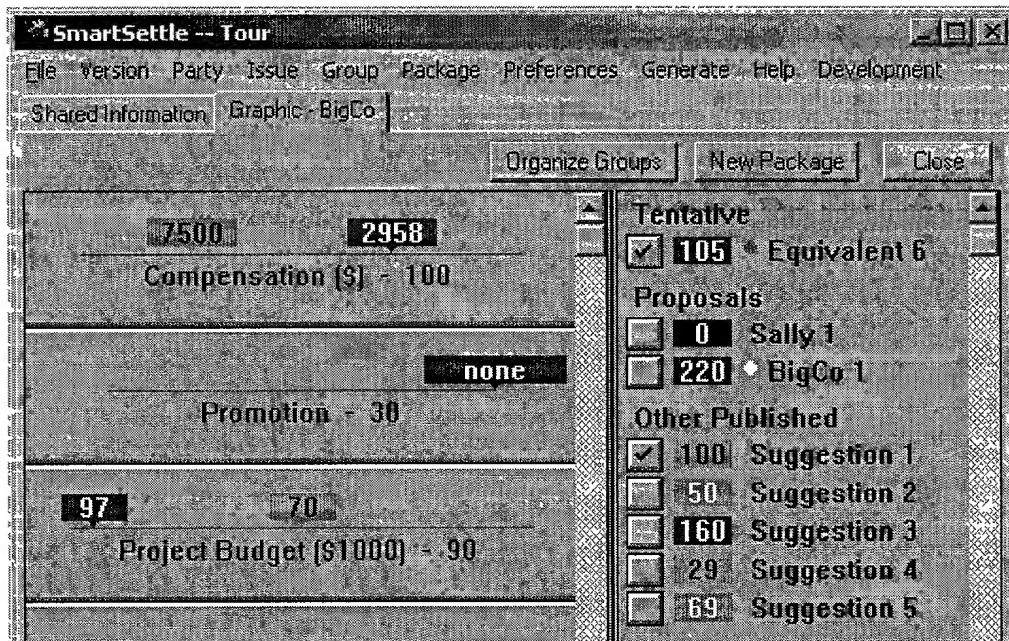
Fig 44. (BIII3) After preference analysis, Equivalent 6 appears better than Suggestion 1.
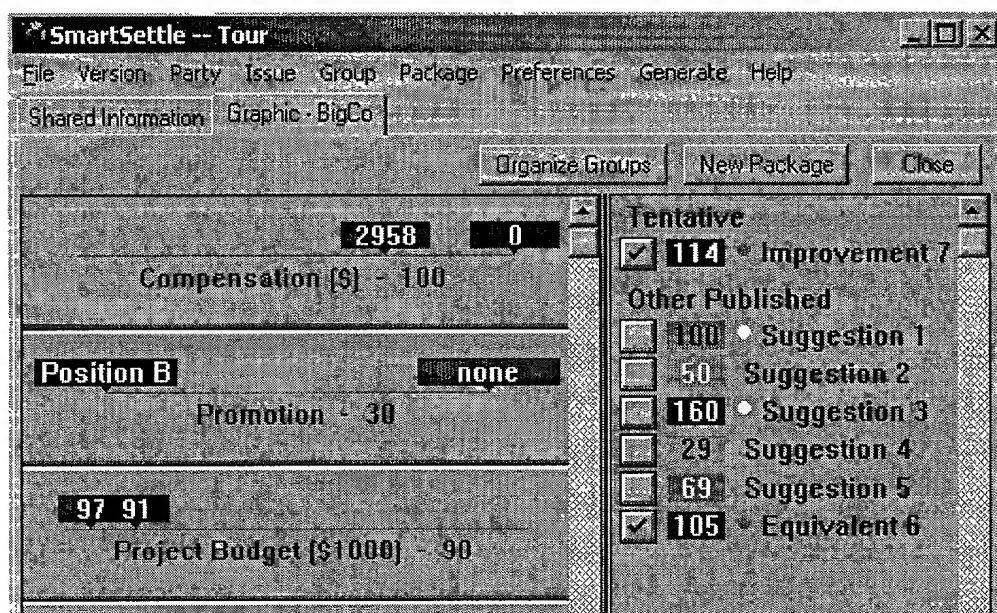

Fig 45. (BIII4) Improvement 7 (at 114 for BigCo) is better than Equivalent 6 (at 105).